The City of Stillwater OKLAHOMA
STILL PIONEERING

Stillwater Regional Airport Authority
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REPORT TO AIRPORT AUTHORITY

SRAA-16-61

SUBJECT: July 2016 Monthly Fuel Report

OPERATIONS:

Fuel Sold to FBOs	Gallons Sold	Amount
Av Gas	7,157	$ 23,864.77
Jet A	11,387	22,175.90
Total Fuel	**18,544**	**$ 46,040.67**

Note: Difference due to rounding on Income Statement $ .11

Income Statement - Revenue	Amount
Fuel Sales	$ 17,105.00
Flowage Fees	1,350.00
+ July Fuel Sales posted in August	25,484.17
+ July Flowage Fees posted in August	2,101.39
Total Fuel Sales	**$ 46,040.56**

Fuel Purchased from ConocoPhillips	Gallons	Amount
Av Gas	8,037	$ 24,385.53
Jet A	7,581	13,010.12
Total Fuel	**15,618**	**$ 37,395.65**

Note: Difference due to rounding on Income Statement $ .35

Expenditures-Gas for Resale	Amount
Income Statement – Gas for Resale	$ 37,396.00
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Total Gas for Resale	**$ 37,396.00**

AIRPORT HIGHLIGHTS:

- Gary Johnson and Mary Morris met with the August 23, 2016 Air Service Inaugural Planning Committee on July 7.
- Gary Johnson participated in a FAA conference call with Glenn Boles on July 13.
- Gary Johnson, Mary Morris, and Jeffrey Hartz, Mead & Hunt, Inc. met with the air service Executive Marketing group on July 14.
- Gary Johnson and Jeffrey Hartz conducted an airline service promotional presentation to Interworks on July 14.
- Gary Johnson, Norman McNickle, and Jeffrey Hartz met with OSU Purchasing Department on July 15.
- Gary Johnson presented an air service presentation to the Ponca City Rotary on July 19.
- Gary Johnson (30 yrs.), David Lyons (15 yrs.), and Tony Chambers (10 yrs.) were recognized for their years of employment service during the City of Stillwater Employee Recognition Awards Luncheon on July 26.
- Airport staff assisted with delivery and installation of airport terminal new seating installed July 26-28.
- Gary Johnson attended the City of Stillwater customer service training session on July 28.

FUEL SALES COMPARISON

Month	2012 Gallons Sold		2013 Gallons Sold		2014 Gallons Sold		2015 Gallons Sold		2016 Gallons Sold	
	AvGas	Jet A	AvGas	Jet A	AvGas	Jet A	AvGas	Jet A	AvGas	Jet A
JAN	7,176.0	28,975.0	6,198.0	23,305.0	7,714.0	19,715.0	7,363.0	19,023.0	8,611.0	25,334.0
FEB	7,128.0	30,057.0	7,064.0	22,818.0	7,199.0	20,697.0	8,441.0	25,683.0	10,914.0	27,067.0
MAR	7,538.0	30,482.0	8,336.0	35,578.0	8,180.0	37,769.0	7,567.0	18,074.0	8,665.0	19,672.0
APR	7,546.0	21,425.0	8,425.0	12,405.0	8,429.0	25,935.0	10,270.0	23,805.0	11,130.0	19,318.0
MAY	6,922.0	13,938.0	5,904.0	22,807.0	8,195.0	17,820.0	7,287.0	10,230.0	6,661.0	8,805.0
JUN	7,230.0	17,477.0	7,394.0	21,816.0	5,706.0	12,365.0	8,243.0	16,980.0	9,586.0	16,742.0
JUL	7,037.0	11,417.0	5,453.0	16,994.0	5,462.0	13,676.0	8,057.0	17,059.0	7,157.0	11,387.0
AUG	9,466.0	19,857.0	8,776.0	15,801.0	7,258.0	15,978.0	9,200.0	17,201.0		
SEP	10,160.0	19,819.0	9,592.0	20,902.0	10,515.0	27,565.0	11,847.0	20,205.0		
OCT	9,788.0	23,037.0	9,982.0	27,367.0	13,233.0	38,546.0	12,263.0	28,361.0		
NOV	10,688.0	20,456.0	7,801.0	23,833.0	7,840.0	20,749.0	10,639.0	27,670.0		
DEC	5,915.0	21,097.0	4,767.0	14,411.0	3,921.0	15,234.0	5,512.0	15,964.0		
July Comparision	**7,037.0**	**11,417.0**	**5,453.0**	**16,994.0**	**5,462.0**	**13,676.0**	**8,057.0**	**17,059.0**	**7,157.0**	**11,387.0**
Combined July Totals	**18,454.0**		**22,447.0**		**19,138.0**		**25,116.0**		**18,544.0**	
YTD July Total	**50,577.0**	**153,771.0**	**48,774.0**	**155,723.0**	**50,885.0**	**147,977.0**	**57,228.0**	**130,854.0**	**62,724.0**	**128,325.0**
Combined YTD July Total	**204,348.0**		**204,497.0**		**198,862.0**		**188,082.0**		**191,049.0**	
YTD Total	**96,594.0**	**258,037.0**	**89,692.0**	**258,037.0**	**93,652.0**	**266,049.0**	**106,689.0**	**240,255.0**	**62,724.0**	**128,325.0**
Combined Yearly Total Gallons Sold	**354,631.0**		**347,729.0**		**359,701.0**		**346,944.0**		**191,049.0**	

SUBJECT: August 2016 Monthly Fuel Report

OPERATIONS:

Fuel Sold to FBOs	Gallons Sold	Amount
Av Gas	9,182	$ 29,966.89
Jet A	15,075	29,461.29
Total Fuel	**24,257**	**$ 59,428.18**

Note: Difference due to rounding on Income Statement $ .29

Income Statement - Revenue	Amount
Fuel Sales	$ 57,361.00
Flowage Fees	4,761.00
+ August Fuel Sales posted in September	23,033.98
- July Fuel Sales posted in August	(25,484.17)
+ August Flowage Fees posted in September	1,857.47
- July Flowage Fees posted in August	(2,101.39
Total Fuel Sales	**$ 59,427.89**

Fuel Purchased from ConocoPhillips	Gallons	Amount
Av Gas	16,808	$ 25,943.64
Jet A	7,593	40,671.13
Total Fuel	**24,401**	**$ 66,614.77**

Note: Difference due to rounding on Income Statement $ .04

Expenditures-Gas for Resale	Amount
+ Income Statement – Gas for Resale	$ 52,941.00
+ Jet A purchased in August and posted in September	13,673.81
Total Gas for Resale	**$ 66,614.81**

AIRPORT HIGHLIGHTS:

- Gary Johnson and Mary Morris met with the August 23, 2016 Inaugural Flight Planning Committee on Aug. 4.
- Mitch Jardot new airport maintenance worker began employment with the City of Stillwater/Stillwater Regional Airport on August 8.
- Gary Johnson and David Lyons met with TSA officials on August 11.
- Airport staff conducted monthly mandated FAA Far 139 non-movement driver training on August 12.
- Gary Johnson, Mary Morris, other City staff, and OSU representatives met for the final Inaugural Flight Planning Committee on Aug. 18.
- Gary Johnson was guest speaker regarding airport projects and air service update and at the Stillwater Noon Kiwanis Club on August 30.

FUEL SALES COMPARISON

Month	2012 Gallons Sold		2013 Gallons Sold		2014 Gallons Sold		2015 Gallons Sold		2016 Gallons Sold	
	AvGas	Jet A	AvGas	Jet A	AvGas	Jet A	AvGas	Jet A	AvGas	Jet A
JAN	7,176.0	28,975.0	6,198.0	23,305.0	7,714.0	19,715.0	7,363.0	19,023.0	8,611.0	25,334.0
FEB	7,128.0	30,057.0	7,064.0	22,818.0	7,199.0	20,697.0	8,441.0	25,683.0	10,914.0	27,067.0
MAR	7,538.0	30,482.0	8,336.0	35,578.0	8,180.0	37,769.0	7,567.0	18,074.0	8,665.0	19,672.0
APR	7,546.0	21,425.0	8,425.0	12,405.0	8,429.0	25,935.0	10,270.0	23,805.0	11,130.0	19,318.0
MAY	6,922.0	13,938.0	5,904.0	22,807.0	8,195.0	17,820.0	7,287.0	10,230.0	6,661.0	8,805.0
JUN	7,230.0	17,477.0	7,394.0	21,816.0	5,706.0	12,365.0	8,243.0	16,980.0	9,586.0	16,742.0
JUL	7,037.0	11,417.0	5,453.0	16,994.0	5,462.0	13,676.0	8,057.0	17,059.0	7,157.0	11,387.0
AUG	9,466.0	19,857.0	8,776.0	15,801.0	7,258.0	15,978.0	9,200.0	17,201.0	9,182.0	15,075.0
SEP	10,160.0	19,819.0	9,592.0	20,902.0	10,515.0	27,565.0	11,847.0	20,205.0		
OCT	9,788.0	23,037.0	9,982.0	27,367.0	13,233.0	38,546.0	12,263.0	28,361.0		
NOV	10,688.0	20,456.0	7,801.0	23,833.0	7,840.0	20,749.0	10,639.0	27,670.0		
DEC	5,915.0	21,097.0	4,767.0	14,411.0	3,921.0	15,234.0	5,512.0	15,964.0		
August Comparison	**9,466.0**	**19,857.0**	**8,776.0**	**15,801.0**	**7,258.0**	**15,978.0**	**9,200.0**	**17,201.0**	**9,182.0**	**15,075.0**
Combined August Totals	**29,323.0**		**24,577.0**		**23,236.0**		**26,401.0**		**24,257.0**	
YTD August Total	**60,043.0**	**173,628.0**	**57,550.0**	**171,524.0**	**58,143.0**	**163,955.0**	**66,428.0**	**148,055.0**	**71,906.0**	**143,400.0**
Combined YTD August Total	**233,671.0**		**229,074.0**		**222,098.0**		**214,483.0**		**215,306.0**	
YTD Total	**96,594.0**	**258,037.0**	**89,692.0**	**258,037.0**	**93,652.0**	**266,049.0**	**106,689.0**	**240,255.0**	**71,906.0**	**143,400.0**
Combined Yearly Total Gallons Sold	**354,631.0**		**347,729.0**		**359,701.0**		**346,944.0**		**215,306.0**	

SUBJECT: September 2016 Monthly Fuel Report

OPERATIONS:

Fuel Sold to FBOs	Gallons Sold	Amount
Av Gas	11,597	$ 38,692.45
Jet A	33,180	64,770.24
Total Fuel	**44,777**	**$103,462.69**

Note: Difference due to rounding on Income Statement $ .57

Income Statement - Revenue	Amount
Fuel Sales	$107,927.00
Flowage Fees	9,660.00
+ September Fuel Sales posted in October	9,838.54
- August Fuel Sales posted in September	(23,033.98)
+ September Flowage Fees posted in October	929.17
- August Flowage Fees posted in October	(1,857.47)
Total Fuel Sales	**$103,463.26**

Fuel Purchased from ConocoPhillips	Gallons	Amount
Av Gas	16,703	$ 51,648.29
Jet A	30,219	52,794.68
Total Fuel	**46,922**	**$104,442.97**

Note: Difference due to rounding on Income Statement $ .33

Expenditures-Gas for Resale	Amount
Income Statement – Gas for Resale	$ 79,138.00
+ Jet A purchased in September and posted in October	13,362.70
+ AvGas purchased in September and posted in October	25,615.75
- Jet A purchased in August and posted in September	(13,673.81)
Total Gas for Resale	**$104,442.64**

AIRPORT HIGHLIGHTS:

- Gary Johnson and airport staff assisted with the arrival of Southeastern Louisville University football team on September 2.
- Gary Johnson attended the Oklahoma Airport Operators Association 2017 Conference tour at the Atherton Hotel and Conoco-Phillips Alumni Center on September 7.
- Gary Johnson met with Bruce Youtsey, Regional Representative, Phillips 66 on September 8.
- Gary Johnson met with the OSU Board of Regents committee meeting on September 9.
- Airport staff attended ARFF live burn training at Tinker AFB on September 12.
- Gary Johnson and airport assisted with the arrival and departure of University of Pittsburg football team on September 16 and 17.
- New airport staff was fitted for ARFF bunker suits and gear on September 19.
- Gary Johnson met with Sarah Arnold, Marr and Arnold Planning working with Oklahoma Aeronautics Commission regarding Oklahoma Economic Impact aviation study on September 22.
- Michael Roberson new airport maintenance worker began employment with the City of Stillwater/Stillwater Regional Airport on September 26.
- Gary Johnson and Meagan Kascsak, City of Stillwater marketing met with Mr. John Klein, writer for Tulsa World news on September 27.
- Gary Johnson, airport staff, Morris Dudgeon and Tim Fitzgerald, Stillwater Flight Center, Inc. attended planning meeting for Texas University football weekend and for parking airport general aviation users on September 29.
- Gary Johnson and airport staff participated in baggage conveyor installation conference call on September 29.

FUEL SALES COMPARISON

Month	2012 Gallons Sold		2013 Gallons Sold		2014 Gallons Sold		2015 Gallons Sold		2016 Gallons Sold	
	AvGas	Jet A	AvGas	Jet A	AvGas	Jet A	AvGas	Jet A	AvGas	Jet A
JAN	7,176.0	28,975.0	6,198.0	23,305.0	7,714.0	19,715.0	7,363.0	19,023.0	8,611.0	25,334.0
FEB	7,128.0	30,057.0	7,064.0	22,818.0	7,199.0	20,697.0	8,441.0	25,683.0	10,914.0	27,067.0
MAR	7,538.0	30,482.0	8,336.0	35,578.0	8,180.0	37,769.0	7,567.0	18,074.0	8,665.0	19,672.0
APR	7,546.0	21,425.0	8,425.0	12,405.0	8,429.0	25,935.0	10,270.0	23,805.0	11,130.0	19,318.0
MAY	6,922.0	13,938.0	5,904.0	22,807.0	8,195.0	17,820.0	7,287.0	10,230.0	6,661.0	8,805.0
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DEC	5,915.0	21,097.0	4,767.0	14,411.0	3,921.0	15,234.0	5,512.0	15,964.0		
September Comparison	**10,160.0**	**19,819.0**	**9,592.0**	**20,902.0**	**10,515.0**	**27,565.0**	**11,847.0**	**20,205.0**	**11,597.0**	**33,180.0**
Combined September Totals	**29,979.0**		**30,494.0**		**38,080.0**		**32,052.0**		**44,777.0**	
YTD September Total	**70,203.0**	**193,447.0**	**67,142.0**	**192,426.0**	**68,658.0**	**191,520.0**	**78,275.0**	**168,260.0**	**83,503.0**	**176,580.0**
Combined YTD September Total	**263,650.0**		**259,568.0**		**260,178.0**		**246,535.0**		**260,083.0**	
YTD Total	**96,594.0**	**258,037.0**	**89,692.0**	**258,037.0**	**93,652.0**	**266,049.0**	**106,689.0**	**240,255.0**	**83,503.0**	**176,580.0**
Combined Yearly Total Gallons Sold	**354,631.0**		**347,729.0**		**359,701.0**		**346,944.0**		**260,083.0**	